

2,500-Home Luxury 55+ Active Adult Community

Preliminary development brief, design program, construction scope and request for qualifications / budget proposal

Proposed market: Northeast Florida Issue date: October 27, 2026

Document status: Conceptual planning package - NOT permit drawings, an approved site plan, a guaranteed construction price, or an offer of financing. A specific parcel has not been selected.

1. Project at a glance

Parameter	Working assumption
Homes	2,500 for-sale, age-restricted 55+ single-family homes
Average conditioned living area	2,200 sq. ft. per home; 5.5 million sq. ft. total
Home configuration	Primarily one story; 2-4 bedrooms, 2-3 bathrooms; 2-car garages
Site search range	Approximately 800-1,200 gross acres, subject to buildable-area yield
Amenities	Clubhouse, fitness, resort pools, courts, trails, parks, event/social spaces
Schedule	Indicative 7-12 years overall, including entitlement and phased delivery
Budget benchmark	\$1.782 billion all-in conceptual development allowance
Delivery model	Five 500-home planning phases; actual release sizes to follow absorption studies

2. Purpose and requested response

This brief invites a qualified master developer, large-volume homebuilder, or integrated development/construction team to assess feasibility, identify a workable delivery structure, and prepare an initial cost and schedule proposal. The respondent should clearly distinguish work it can perform directly from work to be performed by civil contractors, architects, engineers and specialty vendors.

Requested first-stage response: qualifications; comparable communities; delivery approach; site and product assumptions; preliminary unit pricing and sitework allowances; phased cash-flow/schedule; key risks; and a list of data required to develop a firm proposal.

3. Development vision and positioning

Create a premium, resort-oriented, age-restricted community for independent active adults. Homes should support aging in place, efficient maintenance and a strong sense of neighborhood identity. The project is not proposed as a skilled nursing or assisted-living facility.

Residential program - preliminary unit mix

Plan	Count	Share	Target conditioned area	Typical arrangement
A - Compact	500	20%	1,650 sq. ft.	2 bed / 2 bath / 2-car garage
B - Core	1,000	40%	2,050 sq. ft.	2-3 bed / 2 bath / 2-car garage
C - Premium	750	30%	2,500 sq. ft.	3 bed / 2-3 bath / 2-car garage
D - Estate	250	10%	3,000 sq. ft.	3-4 bed / 3 bath / 2-3-car garage

Important: This illustrative mix averages 2,175 sq. ft., close to the 2,200-sq.-ft. underwriting target. Final product sizing should be calibrated to exactly match the adopted pro forma, lot widths, buyer demand and achievable pricing. Garages, porches and lanais are additional to conditioned area.

Base home specification for pricing

- Concrete slab or engineered foundation appropriate to soils; engineered framing and roof systems to current Florida code and wind exposure.
- High-performance envelope, impact-rated openings or code-compliant protection strategy; efficient HVAC, insulation and moisture management.
- Accessible or adaptable features: minimal-step entries where feasible, wider circulation, primary suite on main floor, walk-in showers and reinforced bathroom walls.
- Durable premium finishes; covered outdoor living; contemporary kitchens; energy-efficient appliances; smart-home and fiber-ready infrastructure.
- Two-car garage standard; three-car options on larger lots. Establish separate base specifications and priced upgrade packages.

Lot and site-planning assumptions

Illustrative lot widths: approximately 45-55 ft (compact), 55-65 ft (core), 65-75 ft (premium), and 75-90+ ft (estate). Depths, setbacks and lot coverage depend on local zoning and stormwater design. The acreage range is a screening estimate only; do not treat 1,000 acres as sufficient until a civil engineer completes a yield plan that accounts for wetlands, buffers, floodplains, utilities, ponds and open space.

4. Master plan and common amenities

Core components

- Main entry with monument signage, controlled access, visitor lanes and emergency access; secondary entries as warranted by traffic studies.
- Central clubhouse and activity center with social rooms, multipurpose event space, staff offices, restrooms and flexible meeting rooms.
- Fitness/wellness center, outdoor resort pools, shaded decks, pickleball/tennis courts, walking loops and bicycle connections.
- Neighborhood parks, pocket greens, lakes/stormwater ponds, landscaped medians, pedestrian connections and dog-friendly areas.
- Potential café/food-service or leased retail space only if demand, licensing, parking and operating economics justify it.
- Operations/maintenance compound, refuse/recycling plan, mail/package strategy and dedicated emergency/service circulation.

Concept-level amenity allowances

Component	Budget allowance
Clubhouse / fitness / social buildings	\$35.0M
Pools, courts and recreation	\$20.0M
Gates and security systems	\$10.0M
Parks, lakes and landscaping	\$25.0M
Total amenity / landscape allowances	\$90.0M

These are allowances only, not measured estimates. Respondents must propose square footage, capacities, parking counts, finish levels, operating model, and separate construction and lifecycle budgets. Landscaping may overlap with sitework scopes and must be checked to prevent double counting.

5. Civil infrastructure and utility scope

- Boundary/topographic survey, ALTA/title review, geotechnical borings, wetland delineation, tree and habitat survey, and Phase I environmental review.
- Grading, erosion control, cut/fill balance, roadway subgrades and paving, curbs, sidewalks, streetlighting and traffic improvements.
- Potable water, sanitary sewer, reclaimed irrigation if available, power, telecom/fiber, fire hydrants and required off-site utility upgrades.
- Stormwater management, flood resilience, drainage outfalls and water-quality treatment; assess groundwater and hurricane exposure.
- Utility capacity letters and impact fees; coordination with city/county, utility providers, fire marshal, water management district and state transportation agencies.

Cost segregation required: Identify on-site versus off-site work, utility extension, capacity charges, impact fees, and homeowner/HOA assets. Confirm which costs are included in each trade estimate.

6. Preliminary development cost plan

The following reproduces the current high-level planning budget. It is not based on a selected site, engineered quantities, supplier quotes or verified 2026 bids. Costs should be independently re-estimated and escalated over the actual buildout.

Cost category	Concept allowance
Land acquisition	\$60,000,000
2,500 homes - vertical construction	\$1,125,000,000
Roads, sidewalks and lighting	\$65,000,000
Water, sewer and utilities	\$55,000,000
Clearing, grading and drainage	\$50,000,000
Clubhouse and fitness facilities	\$35,000,000
Pools, courts and recreation	\$20,000,000
Gates and security	\$10,000,000
Parks, lakes and landscaping	\$25,000,000
Engineering, design and permitting	\$35,000,000
Sales, marketing and administration	\$40,000,000
Financing and carrying costs	\$100,000,000
Contingency	\$162,000,000
TOTAL CONCEPTUAL DEVELOPMENT COST	\$1,782,000,000

Unit benchmarks: \$450,000 vertical construction per home; \$712,800 total project cost per home; approximately \$204.55 per conditioned sq. ft. for vertical construction at 2,200 sq. ft. average. The vertical cost does not necessarily include garages, upgrades and all soft costs consistently; builders must clarify scope.

Potential omissions / exposure: land closing and due diligence, developer fees, insurance, property taxes, impact fees, major off-site improvements, amenity operating losses, sales commissions, warranty reserves, inflation, and interest-rate changes may be understated or embedded inconsistently. Reconcile every item before lender use.

7. Phasing and indicative schedule

Period	Indicative activity	Milestone
Years 0-2/3	Site control, feasibility, entitlements, design, major infrastructure	Approved master plan; initial horizontal work
Years 2-4	Phase 1: up to 500 homes; first clubhouse/amenities	First residents and sales closings
Years 3-6	Phase 2: up to 500 homes; roads/utilities expansion	Approx. 1,000 homes delivered cumulative
Years 4-8	Phase 3: up to 500 homes	Approx. 1,500 cumulative
Years 5-10	Phase 4: up to 500 homes	Approx. 2,000 cumulative
Years 6-12	Phase 5: up to 500 homes; closeout	2,500 homes and common areas complete

Phases intentionally overlap. Absorption of 2,500 units over ten selling years averages 250 sales/year; a five-year sales program would require 500/year and should not be assumed without market evidence. Builder should supply a critical-path schedule and monthly delivery/closing forecast.

Key decision gates

- Gate 1 - Site selection: acreage yield, wetlands/flood risk, utility access, traffic and entitlement path.
- Gate 2 - Market validation: competing 55+ communities, achievable pricing, buyer absorption and product mix.
- Gate 3 - Concept approval: preliminary master plan, amenity program, HOA model and target construction specification.
- Gate 4 - Financeability: independently priced infrastructure, phase-level sources and uses, equity/debt structure and cash-flow sensitivities.
- Gate 5 - Notice to proceed: permits, guaranteed scope, insurance/bonding, GMP or other agreed contracting structure.

8. Builder delivery and contracting approach

Request proposals for (a) single master developer / builder, (b) master developer with separate vertical builders, and (c) phased civil + homebuilding contracts. Indicate who holds land, secures approvals, finances infrastructure, sells homes, carries warranty obligations and transitions amenities to an HOA.

For pricing, separate sitework, vertical home costs, community buildings, design/permits, insurance/bonds, contingency, escalation and owner costs. Provide a cost-loaded schedule, allowances, exclusions, change-order rules and a schedule of values. Include financial capacity and relevant large-scale project references.

9. Entitlements, compliance and operating structure

- Verify applicable local comprehensive plan, zoning, planned unit development requirements, density, setbacks, open-space ratios, fire access and traffic concurrency.
- Determine jurisdiction-specific stormwater/wetland permits, floodplain constraints, water/sewer service agreements and environmental mitigation.
- Structure 55+ housing eligibility and policies in compliance with the federal Housing for Older Persons Act (HOPA) and applicable fair-housing laws; obtain legal review.
- Establish HOA / community development district (if appropriate), covenants, common-area ownership, reserve study, operating budget and long-term assessment strategy.
- Design to applicable Florida Building Code, accessibility and life-safety requirements; verify code edition in force at permit submission.
- Address hurricane preparedness, backup power for critical common facilities, drainage resilience, emergency evacuation and insurance requirements.

10. Commercial feasibility - illustrative only

Average sale price	Gross home sales	Difference vs. \$1.782B budget
\$750,000	\$1.875B	\$93M
\$850,000	\$2.125B	\$343M
\$950,000	\$2.375B	\$593M
\$1,050,000	\$2.625B	\$843M

These differences are not net profit forecasts. They ignore the time value of money and may omit taxes, cost escalation, fees, commissions and changes in financing costs. Obtain an independently prepared, monthly/quarterly phased pro forma with debt draws, repayment, HOA startup costs and sensitivity analysis.

Required sensitivity tests

- Sales price -10% and -20%; absorption 25% and 50% below base case.
- Vertical costs +10% and +20%; infrastructure +15% and +30%.
- Entitlement delay of 12-24 months; interest rate increases of 200 basis points.
- Site yield reduced by 10%-25% from environmental constraints.

11. Required builder submission package

Please provide the following in a clearly labeled proposal. If a component is not yet priceable, state the missing information and a path to a reliable estimate.

- Corporate qualifications, licenses, insurance limits, financial capacity, references and 55+ master-planned projects delivered.
- Proposed organizational chart; roles of master developer, builder, architect, civil engineer and key trade partners.
- Concept land-use diagram and preliminary yield assumptions (homes, lot mix, roads, ponds, parks, buffers and amenities).
- Plan matrix with target conditioned and gross square footage, garage area, elevations, materials and included specifications.
- Trade-level budget with cost basis, allowances, contingency, escalation, exclusions and per-home/acre/unit metrics.
- Phased master schedule, monthly starts/completions and dependencies for approvals, utilities and amenities.
- Preconstruction scope, deliverables, timeline and fee for producing a validated feasibility study and conceptual estimate.
- Construction contract recommendation, insurance/bonding, warranty program, QA/QC and risk allocation.
- Preliminary cash-flow and infrastructure funding requirements by phase; required owner equity and financing assumptions.
- List of owner decisions, missing studies, permits and data needed before a binding construction agreement.

12. Initial 90-day action plan

Timing	Action / output
Days 1-15	Appoint owner representative; confirm target market, ownership model and financing objectives; shortlist parcels and builder teams.
Days 15-30	Issue RFQ/RFP; obtain site screening, land pricing, preliminary utility and environmental constraints.
Days 30-60	Builder interviews; civil yield sketches; home plan and amenity scope; conceptual cost and schedule.
Days 60-90	Compare proposals; commission market and feasibility studies; select preferred team and negotiate predevelopment services.

13. Information to be completed by project sponsor

Project sponsor: _____ Contact: _____

Target county / parcel: _____ Land control: Not yet identified / Option / Owned

Target buyer price: _____ Funding status: _____

Requested proposal due date: _____ Delivery preference: _____

Closing note: This package is intended to start a professional feasibility and preconstruction discussion. It is not sufficient for permitting, a guaranteed maximum price or lender underwriting without site-specific surveys, engineering, legal review, market research and a reconciled financial model.